

# U.S. Census Bureau News

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## MANUFACTURING AND TRADE INVENTORIES AND SALES MARCH 2007

**Intention to Revise:** Revisions to the not adjusted and adjusted monthly estimates of manufacturing shipments and inventories are scheduled for release on May 18, 2007. For further information on these revisions, see <http://www.census.gov/indicator/www/m3>. These estimates will be reflected in the June 13 release of this report.

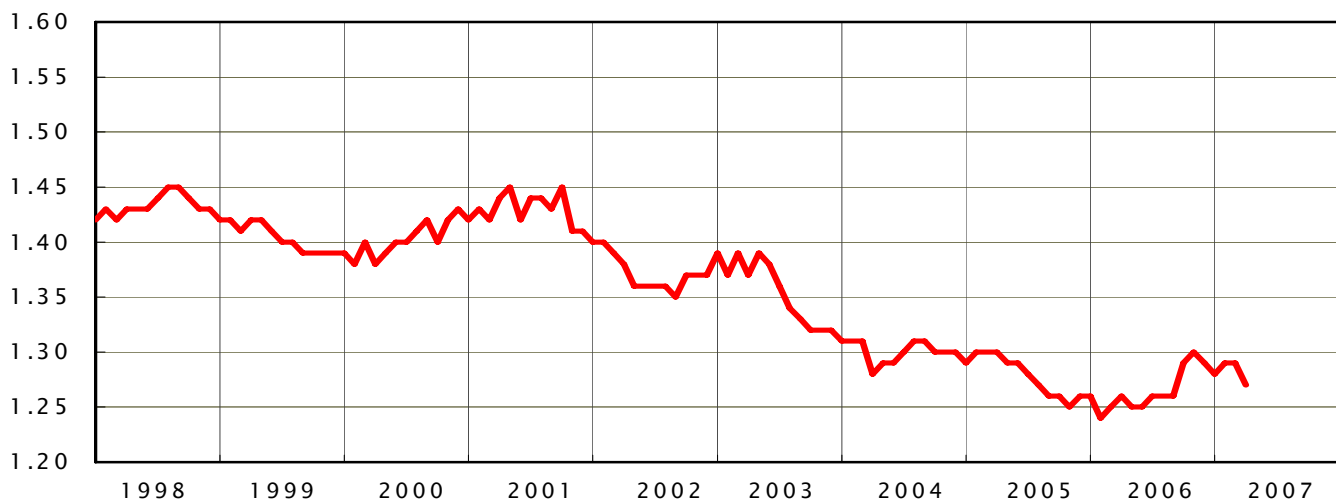
**Sales.** The U.S. Census Bureau announced today that the combined value of distributive trade sales and manufacturers' shipments for March, adjusted for seasonal and trading-day differences but not for price changes, was estimated at \$1,075.2 billion, up 1.4 percent ( $\pm 0.2\%$ ) from February 2007 and up 3.7 percent ( $\pm 0.5\%$ ) from March 2006.

**Inventories.** Manufacturers' and trade inventories, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,366.3 billion, down 0.1 percent ( $\pm 0.1\%$ )\* from February 2007 and up 4.8 percent ( $\pm 0.6\%$ ) from March 2006.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of March was 1.27. The March 2006 ratio was 1.26.

### Total Business Inventories/Sales Ratios: 1998 to 2007

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



The Manufacturing and Trade Inventories and Sales Report for April is scheduled to be released June 13, 2007 at 10:00 a.m. EDT.

For information, visit the Census Bureau's Web site at <http://www.census.gov/bussales>. This report is also available the day of issue through the Department of Commerce's STAT-USA (202-482-1986).

\* The 90 percent confidence interval includes zero. The Census Bureau does not have sufficient statistical evidence to conclude that the actual change is different from zero.

**Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers**  
(In millions of dollars)

	Sales			Inventories <sup>1</sup>			Inventories/Sales Ratios		
	Mar. 2007	Feb. 2007	Mar. 2006	Mar. 2007	Feb. 2007	Mar. 2006	Mar. 2007	Feb. 2007	Mar. 2006
	(p)	(r)	(s)	(p)	(r)	(s)			
<b>Adjusted<sup>2</sup></b>									
Total business.....	1,075,189	1,059,970	1,036,736	1,366,320	1,367,559	1,303,365	1.27	1.29	1.26
Manufacturers <sup>3</sup> .....	392,854	386,907	394,896	483,988	483,034	457,914	1.23	1.25	1.16
Retailers.....	336,013	332,929	322,295	489,098	492,452	481,793	1.46	1.48	1.49
Merchant wholesalers.....	346,322	340,134	319,545	393,234	392,073	363,658	1.14	1.15	1.14
<b>Not Adjusted</b>									
Total business.....	1,121,991	969,542	1,097,290	1,369,574	1,367,501	1,308,256	1.22	1.41	1.19
Manufacturers <sup>3</sup> .....	417,129	366,328	425,124	482,480	485,412	457,401	1.16	1.33	1.08
Retailers.....	342,022	294,356	328,162	492,445	487,445	486,031	1.44	1.66	1.48
Merchant wholesalers.....	362,840	308,858	344,004	394,649	394,644	364,824	1.09	1.28	1.06

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

**Table 2. Percent Changes for Sales and Inventories — Manufacturers, Retailers, and Merchant Wholesalers**

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Mar. 07/ Feb. 07	Feb. 07/ Jan. 07	Mar. 07/ Mar. 06	Mar. 07/ Feb. 07	Feb. 07/ Jan. 07	Mar. 07/ Mar. 06	Mar. 07/ Feb. 07	Feb. 07/ Jan. 07	Mar. 07/ Mar. 06	Mar. 07/ Feb. 07	Feb. 07/ Jan. 07	Mar. 07/ Mar. 06
Total business.....	1.4	0.3	3.7	-0.1	0.2	4.8	15.7	-1.4	2.3	0.2	0.9	4.7
Manufacturers.....	1.5	-0.6	-0.5	0.2	0.0	5.7	13.9	1.9	-1.9	-0.6	1.1	5.5
Retailers.....	0.9	0.7	4.3	-0.7	0.2	1.5	16.2	-1.5	4.2	1.0	1.2	1.3
Merchant wholesalers..	1.8	1.0	8.4	0.3	0.4	8.1	17.5	-4.9	5.5	0.0	0.2	8.2

**Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business**  
(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories <sup>1</sup>			Percent Change In Inventories			Inventories/Sales Ratios		
		Mar. 2007 (p)	Feb. 2007 (r)	Mar. 2006 (s)	Mar. 2007 (p)	Feb. 2007 (r)	Mar. 2006 (s)	Mar. 07/ Feb. 07	Feb. 07/ Jan. 07	Mar. 07/ Mar. 06	Mar. 07	Feb. 07	Mar. 06
	Adjusted <sup>2</sup>												
	Retail trade, total.....	336,013	332,929	322,295	489,098	492,452	481,793	-0.7	0.2	1.5	1.46	1.48	1.49
	Total (excl. motor veh. & parts).....	258,596	255,820	247,293	336,890	338,502	325,293	-0.5	0.7	3.6	1.30	1.32	1.32
441	Motor vehicle & parts dealers.....	77,417	77,109	75,002	152,208	153,950	156,500	-1.1	-1.0	-2.7	1.97	2.00	2.09
442,3	Furniture, home furn., elect. & appl. stores.....	19,693	19,666	18,982	32,434	32,695	32,034	-0.8	0.5	1.2	1.65	1.66	1.69
444	Building materials, garden equip & supplies.....	29,429	29,143	30,778	46,954	47,334	47,394	-0.8	1.6	-0.9	1.60	1.62	1.54
445	Food & beverage stores.....	47,177	46,896	44,370	35,109	34,785	34,198	0.9	0.5	2.7	0.74	0.74	0.77
448	Clothing & clothing access. stores.....	18,884	18,471	17,374	49,566	50,179	45,204	-1.2	0.9	9.6	2.62	2.72	2.60
452	General merchandise stores.....	47,961	47,201	44,994	75,149	76,090	72,646	-1.2	0.4	3.4	1.57	1.61	1.61
4521	Dept. str. (excl. leased depts.).....	17,683	17,511	17,663	36,367	37,035	35,973	-1.8	-0.2	1.1	2.06	2.11	2.04
	Not Adjusted												
	Retail trade, total.....	342,022	294,356	328,162	492,445	487,445	486,031	1.0	1.2	1.3	1.44	1.66	1.48
	Total (excl. motor veh. & parts).....	257,056	224,159	245,447	332,989	329,145	321,719	1.2	1.6	3.5	1.30	1.47	1.31
441	Motor vehicle & parts dealers.....	84,966	70,197	82,715	159,456	158,300	164,312	0.7	0.3	-3.0	1.88	2.26	1.99
442,3	Furniture, home furn., elect. & appl. stores.....	19,140	17,698	18,468	31,396	31,028	31,009	1.2	-1.9	1.2	1.64	1.75	1.68
444	Building materials, garden equip & supplies.....	29,944	22,771	31,481	49,067	47,997	49,574	2.2	5.1	-1.0	1.64	2.11	1.57
445	Food & beverage stores.....	47,244	42,535	44,026	34,737	34,189	33,832	1.6	-1.1	2.7	0.74	0.80	0.77
448	Clothing & clothing access. stores.....	18,266	15,307	16,493	49,021	48,122	44,662	1.9	5.2	9.8	2.68	3.14	2.71
452	General merchandise stores.....	46,397	40,844	43,066	72,892	72,263	70,539	0.9	1.6	3.3	1.57	1.77	1.64
4521	Dept. str. (excl. leased depts.).....	16,537	14,426	16,399	35,312	34,887	34,966	1.2	1.4	1.0	2.14	2.42	2.13

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

<sup>1</sup> Inventories are on a non-LIFO basis as of the end of the month.

<sup>2</sup> Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

<sup>3</sup> Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: U.S. and group totals include kinds of business not shown. The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is  $\pm 1.2$  percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Measures of reliability for Retail and Wholesale sales and inventory levels and changes are included in the detailed monthly press releases for those industries. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample) response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.